

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 197022

20

ORIGIN COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 DODE-00 MC-02 CIAE-00

INR-10 NSAE-00 RSC-01 PM-07 L-03 TRSE-00 EUR-25 /076 R

66630

DRAFTED BY: 262/COM/BIC/OED/MEPD: SMITH

APPROVED BY: EB/OCA/REP: R.C. JORGENSEN

262/COM/BIC/OED/MEPD: J.R. HEAGEN

262/COM/BIC/OED/MEPD: J.M. SANDS

ARA/MEX: R.F. KING EB/AVP: C. DUDLEY

EB/ICD/TRP: R. SCISSORS COMM/BIC/OIM: V. DORAH (INFO)

----- 006732

R 032153Z OCT 73

FM SECSTATE WASHDC

TO AMEMBASSY MEXICO

LIMITED OFFICIAL USE STATE 197022

E.O. 11652: N/A

TAGS: BMEP, MX

SUBJ: MEXICAN CIVIL AERONAUTICS PROGRAM FOR NAV AIDS

REF: MEXICO'S 7161, A-431, A-50, PREVIOUS

1. APPRECIATE CONTINUING REPORTING RE NAV AIDS ACQUISITION PROGRAM AND EMBASSY'S EVIDENT CONCERN THAT U.S. FIRMS ATTEMPT OBTAIN MAXIMUM EXPORT BUSINESS. HOWEVER, MEPD DOES NOT BELIEVE IT PRODUCTIVE TO CONTINUE TO PROD NUMBER OF U.S. FIRMS TO ENTER COMPETITION RE VOR AND DME PURCHASES AT THIS TIME.

2. REFTLE A. INDICATED WILCOX HAS ALREADY OBTAINED SUBSTANTIAL SHARE THIS BUSINESS. FURTHERMORE, CONVERSATIONS WITH FIRM INDICATE WILCOX IS CONTINUING ACTIVELY PURSUE ADDITIONAL PURCHASES. FIRM'S INTERNATIONAL PROJECT CONTROLLER, MARVIN L. BURD, HAS INFORMED US THAT WILCOX HAS ALREADY WON SEVEN OF PLANNED NINE VOR ACQUISITIONS AND HASSOLD NINE OF 25 DME'S. ACCORDING BURD, FIRM HAS BEGUN SHIPMENT AND IS CURRENTLY PREPARING PROPOSALS

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 197022

FOR ADDITIONAL INSTALLATIONS. BURD STATED WILCOX HAS MADE CON-

SIDERABLE CONCESSIONS IN BIDDING IN ORDER OBTAIN ALL MEXICAN CONTRACTS FOR THIS TYPE EQUIPMENT. VIEW FIRM'S SUCCESS TO DATE, WE ARE UNWILLING TAKE ACTIVE ROLE IN GENERATING ADDITIONAL DOMESTIC COMPETITION WHICH COULD DILUTE WILCOX EFFORTS BECOME U.S. SUPPLIER.

3. FYI: BURD INDICATES WILCOX WAS UNSUCCESSFUL IN OBTAINING INITIAL ILS CONTRACTS DESPITE ENERGETIC BIDDING. HE STATES FIRM WILL CONTINUE TAKE ACTIVE MEASURES IN ATTEMPT WIN BALANCE ILS SALES. HOWEVER, VIEW SUCCESS IN THIS AREA BY FRENCH AND BRITISH, WE WILL ENCOURAGE ADDITIONAL U.S. FIRMS TO ENTER COMPETITION FOR ILS BUSINESS.

4. DURING HIS CONVERSATION WITH US, BURD SUGGESTED THAT, IF EMBASSY LEARNS OF DIFFICULTIES REGARDING WILCOX BIDDING, IT MAY WISH INFORM FIRM'S LOCAL AGENT: MANUEL ORDORICA, RADIO ELECTRONICA DE MEXICO S.A., EDISON NO. 33, MEXICO 1 D.F., MEXICO.

DECONTROLLED FOLLOWING OCTOBER 4, 1973. RUSH

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 OCT 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: collinp0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE197022
Document Source: CORE
Document Unique ID: 00
Drafter: 262/COM/BIC/OED/MEPD: SMITH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731052/aaaabmmz.tel
Line Count: 79
Locator: TEXT ON-LINE
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: MEXICO'S 7161, A-431, A-50, PREVIOUS
Review Action: RELEASED, APPROVED
Review Authority: collinp0
Review Comment: n/a
Review Content Flags:
Review Date: 23 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23-Jan-2002 by boyleja>; APPROVED <20 FEB 2002 by collinp0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MEXICAN CIVIL AERONAUTICS PROGRAM FOR NAV AIDS
TAGS: BGEN, MX
To: MEXICO
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005